

Conferences for Corporation Executives



1906 FLORIDA AVENUE, N. W.

WASHINGTON 9, D. C. • ADams 4-2940

Registration Required

60-9548

18 November 1960

Mr. Allen W. Dulles
Post Office Box 1513
Main Post Office
Washington, D. C.

Dear Allen:

I write in the hope that you will be able to join us at our forthcoming conference on U. S. Economic Relations with Western Europe. This meeting will be held at the Hotel Statler here in Washington on Tuesday and Wednesday, December 13th and 14th.

It would be a pleasure to have you with us for this timely discussion of recent developments and their effect on American business interests in Western Europe.

I hope you will be able to attend this meeting, and look forward to hearing from you.

Sincerely yours,

Philip W. Thayer
Dean

Conferences for Corporation Executives



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PRELIMINARY AGENDA

Conference on

U. S. ECONOMIC RELATIONS WITH WESTERN EUROPE

Date: Tuesday and Wednesday, December 13th and 14th, 1960.

Place: South American Room, Hotel Statler, Washington, D.C.

Attendance: The School welcomes attendance by U.S. Business executives, Government officials and Labor representatives with international interests. Priority in registration will be given representatives of Associated Companies. Other reservations will be accepted in order of their receipt.

Registration Fee: \$25 per person, per day - payable in advance. Representatives of Associated Companies may attend free of charge.

Deadline for Reservations: Friday, December 9th, 1960. No refunds on cancelled reservations will be made after this date.

ANNOUNCEMENTS

All talks and discussions at this Conference will be off-the-record.

Because of the limited size of our staff, the School regrets that it cannot undertake to obtain hotel reservations for conference participants.

Checks should be made payable to: School of Advanced International Studies.

For Reservations, Please Write:

CONFERENCES FOR CORPORATION EXECUTIVES
1906 Florida Avenue, N. W.
Washington 9, D. C.

Telephone: ADams 4-2940

U. S. ECONOMIC RELATIONS WITH WESTERN EUROPE

Wednesday, December 14th

First Morning Session - Chairman

Victor Sullam, U. S. Representative,
Italian Federation of Farmers' Coop-
eratives.

9:00 U. S. Objectives in the GATT
Negotiations

Charles W. Adair, Jr., Acting Assistant
Secretary for Economic Affairs, Depart-
ment of State.

9:45 Manpower and Productivity Pro-
blems in Europe

Valerio Agostinone, Trade Union Repre-
sentative, European Productivity Agency.

10:30 Coffee Break

Second Morning Session - Chairman

E. A. J. Johnson, Visiting Professor of
International Economics, School of Ad-
vanced International Studies.

10:45 Europe as a Competitor

Walter S. Baird, Chairman, Baird Atomic,
Inc.

11:30 Europe as a Field for Business
Investment

Jose de Cubas, Vice President, Westing-
house Electric International Company

12:15 Luncheon Break

Afternoon Session - Chairman

Philip W. Thayer, Dean, School of Ad-
vanced International Studies.

2:00 Economic Cooperation for the
1960's - O. E. C. D.

Ottino Caracciolo, Head of Mission, Eur-
opean Productivity Agency.

2:45 American Policies towards
Europe

To be announced.

U. S. ECONOMIC RELATIONS WITH WESTERN EUROPE

Tuesday, December 13th

First Morning Session - Chairman

Philip W. Thayer, Dean, School of Advanced International Studies.

9:00 The British Political Scene

Max Freedman, The Manchester Guardian.

9:45 The French Political Crisis

Arnold Wolfers, Director, Washington Center of Foreign Policy Research.

10:30 Coffee Break

Second Morning Session - Chairman

Roger Hilsman, Deputy Director, Legislative Reference Service, Library of Congress.

10:45 Germany on the Eve of Decision

Richard Scammon, Director of Elections Research, Governmental Affairs Institute.

11:30 The Future of NATO

To be announced.

12:15 Luncheon Recess

First Afternoon Session - Chairman

Isaiah Frank, Acting Director, Office of International Financial and Development Affairs, Department of State.

1:00 Recent Developments in the
Common Market

George W. Ball, Attorney, Cleary, Gottlieb, Steen and Ball.

2:45 Prospects for the Free Trade
Area

To be announced.

3:30 Break

Second Afternoon Session

3:45 Panel Discussion on the U. S.
Balance of Payments Problem

Edward M. Bernstein, President, EMB (Ltd.), Economic Consultants.

Donald F. Heatherington, Director, European Division, National Foreign Trade Council, Inc.

Frank A. Southard, Jr., U. S. Executive Director, International Monetary Fund.

5:15 Cocktails

- Each Conference Provides:**
1. Up-to-the-minute reviews of developments in critical geographic areas —presented off-the-record by outstanding business, government officials, and labor leaders.
 2. An opportunity for the executive to present his viewpoint on international issues to those officials who make our foreign policy.
 3. An opportunity to discuss international trade and investment problems with other business executives.
 4. Ample time for an informal interchange of ideas. Each talk is followed by discussion from the floor. Coffee breaks and a cocktail hour provide additional opportunities.

Each Conference is:

1. *Short enough* to appeal to the busy executive. No Conference lasts more than two days.
2. *Limited in Attendance*, in order to permit active participation.
3. *Off-the-Record*, so that participants will feel free to discuss mutual problems with candor.

Those who are invited:

The School welcomes attendance at these Conferences by any executive with international interests. These fall into one of two categories:

1. Representatives of Associated Companies, which support the work of the School of Advanced International Studies, may attend free of charge and will receive priority on enrollment at those conferences where the demand exceeds attendance limitations.
2. Representatives of companies which are not so associated are also welcome. For such individuals there is a charge of \$25 per person per day.

For reservations and further information, write or telephone

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are a series of meetings designed specifically to meet the requirements of the executive with international interests—to encourage mutual understanding between business executives, labor leaders, and government officials on matters affecting American business operations abroad. Organized in 1946 at Industry's suggestion, they have been planned each year to keep abreast of the executive development needs of the foreign trade and investment community.

Conferences for Corporation Executives

1960-61 Hotel Statler, Washington, D. C.

Sponsored by the **SCHOOL OF**

INTERNATIONAL

Among the 76 speakers and discussion leaders on last year's program were:

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DEAN ACHESON

Partner, Covington and Burling

GEORGE D. AIKEN

Member of the Senate Foreign Relations Committee

MANLIO BROSIO

Italian Ambassador to the United States

DONALD W. DOUGLAS, JR.

President, Douglas Aircraft Company, Inc.

ROBERT GARNER

President, International Finance Corporation

FELIPE HERRERA

President, Inter-American Development Bank

HOWARD E. ISHAM

Retired Vice President and Treasurer of U. S. Steel Corporation

PER JACOBSSON

Managing Director, International Monetary Fund

C. S. KRISHNA MOORTHY

Commission General for Economic Affairs, India

ERNEST K. LINDLEY

Director, Washington Bureau of Newsweek

ROBERT MURPHY

President, Corning Glass International

LARS H. NORDENSON

Vice President, Dresser Industries, Inc.

CLARENCE B. RANDALL

Special Assistant to the President of the United States

SIDNEY H. SCHEUER

President, Intertex International, Inc.

FORDYCE B. SCOTT

Vice President, Norton International, Inc.

AMUEL C. WAJG

President, Export-Import Bank of Washington

Corporations represented at the 1959-60 series of Conferences for Corporation Executives

Abbott Laboratories International Co. • Alco Products, Inc. • Alcoa International, Inc. • Alcoa Steamship Company, Inc. • Aluminium Limited, Inc. • Aluminium Limited Sales, Inc. • Amchem Products, Inc. • American Chicle Company • American Export Lines, Inc. • American Express Company, Inc. • American Foreign Insurance Association • American & Foreign Power Company, Inc. • American Machine & Foundry Co. • American Metal Climax, Inc. • American Motors Corporation • American Overseas Petroleum Ltd. • American Smelting & Refining Company • American Standard • The American Sugar Refining Company • The Anaconda Company • Arabian American Oil Company • Ashland Oil & Refining Company • Asiatic Petroleum Corporation • Atomics International • Michael Baker, Jr., Inc. • Bank of America • Bethlehem Steel Company, Inc. • Black & Decker Manufacturing Co. • Boeing Airplane Company • Bristol-Myers International • Brown Brothers Harriman & Co. • Brown Engineers International • Burns & Roe, Inc. • California Eastern Aviation, Inc. • California Texas Oil Corporation • Campbell's Soups • Celanese Development Company • Chase International Investment Corp. • The Chase Manhattan Bank • The Chemstrand Corporation • Chicago Bridge & Iron Company • Chrysler Corporation • Cleary, Gottlieb, Steen & Ball • Collins Radio Company • Combustion Engineering, Inc. • Conorada Petroleum Corporation • Continental Allied Company, Inc. • Continental Oil Company • Continental Ore Corporation • The Cooper Bessemer Corporation • Crcole Petroleum Corporation • Crown Cork International Corporation • Crucible Steel Company of America • Cummins Engine Company, Inc. • Curtis, Mallet-Prevost, Colt & Mosle • Diesel Power Trading Company • Douglas Aircraft Company, Inc. • Dow Chemical International Ltd., S.A. • Dresser Industries • E. I. Du Pont de Nemours & Company • Eastman Chemical Products, Inc. • Eastman Kodak Company • Esso Export Corporation • Esso Standard S.A., Havana • Expansion Services, Inc. • Firestone International Company • First National City Bank of New York • Ford Motor Company • The Foxboro Company • France Actuelle • General Dynamics Corporation • General Foods Corporation • General Motors Overseas Operations • The Gillette Company • Goodyear International Corporation • W. R. Grace & Company • Griffith Laboratories, Inc. • Guggenheim Brothers • Gulf Oil Corporation • The Hanover Bank • H. J. Heinz Company • International Basic Economy Corp. • International Development Associates • International Economic Consultants, Inc. • International General Electric Co. • International Standard Brands, Inc. • Intertex International, Inc. • Irving Trust Company • Kemper Insurance • Kennecott Copper Corporation • Kettanch Brothers, Inc. • Klein & Saks • S. S. Kresge Company • Liberian Services, Inc. • Arthur D. Little, Inc. • Lock Joint Pipe Company • Warren S. Lockwood, Inc. • Ludlow Manufacturing & Sales Co. • The Lummus Company • Olin Mathieson Chemical Corporation • McGraw Hill International Corp. • McKesson & Robbins • Machinery & Allied Products Institute • The Merchants National Bank of Mobile • Merck Sharp & Dohme International • Miniature Precision Bearings, Inc. • Mobil International Oil Co. • Moore-McCormack Lines, Inc. • National Sales Executives, Inc. • The National Supply Company • New York Life Insurance Co. • The New York Times • Newsweek Magazine • Norton International, Inc. • The Ohio Oil Company • Owens Corning Fiberglas Corp. • Pan American International Oil Company • Pan American World Airways System • Pennsalt International Corporation • The Pfandler Company • Pfizer International, Inc. • The Philadelphia National Bank • Philco International Corporation • Porter International • Price Waterhouse & Company • The Pure Oil Company • Radio Corporation of America • Raytheon Company • The Riggs National Bank • Rockwell Manufacturing Company • Ruder & Finn, Inc. • J. Henry Schroder Banking Corp. • Sinclair Refining Company • Singer Sewing Machine Company • Socony Mobil Oil Company • James Somerville Associates • Standard Oil Company of California • Standard Oil Company of Indiana • Standard Oil Company of New Jersey • Standard Vacuum Oil Company • C. V. Starr & Company, Inc. • Stauffer Chemical Company • Texaco, Inc. • J. Walter Thompson Company • Tidewater Oil Company • Transworld Management Corporation • Union Carbide International Co. • United Engineering & Foundry Company • United Fruit Company • United States Rubber International • Upjohn International Operations, Inc. • Vinnell Company, Inc. • Vision Incorporated • The Washington Post • Westinghouse Air Brake Company • Westinghouse Electric International Co.

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A discussion of recent developments in the Far East, and of their effect on the area.

An analysis of the relations of these two areas to each other, and to the commercial and financial interests of the U. S.

April 11th-12th, 1961

(Our annual review of trends and events in this area of vital importance to the U. S.)

December 13th-14th, 1960

A survey of recent changes and developments in Africa, south of the Sahara, and of their impact on U. S. business operations.

February 14th-15th, 1961

(October 18th-19th, 1960)

PROGRAM 1960-61

Frank Altschul

Frances P. Bolton

William A. M. Burden

Edward B. Burling

C. Douglas Dillon

Allen W. Dulles

Milton S. Eisenhower

Adrian S. Fisher

Christian A. Herter

William McC. Martin, Jr.

Elsa W. Mason

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Lewis L. Strauss

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Philip W. Thayer

Philip H. Watts

Paul H. Nitze, Chairman